



# ***Performance-Based Acquisition Challenges***

- **Systems**
  - **Generally working as long as capability clearly defined and don't change**
  - **Challenging with spiral development**
- **O&M**
  - **Working for operational services**
  - **Problem with data transfer**
- **SETA**
  - **Not working - difficult to define meaningful, measurable metrics; takes a lot of government resources**
- **General**
  - **Change management - “old way” versus new**
  - **Communication - government/industry; contracting/customer**



# *Improving Communications*

- **Misperception of direction to keep arms-length relationship with industry**
- **Need better training and orientation for government and industry**
  - **Understand perceptions**
  - **Understand processes and timelines**
- **Restricted information flow**
  - **No dedicated Competition Advocate to share information**
  - **Information more restricted than in past**
  - **More difficult to access customers without existing contract**